

Message Text

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ORIGIN ARA-10

INFO OCT-01 ISO-00 DODE-00 COME-00 EB-07 PM-04 CIAE-00

INR-07 NSAE-00 MC-02 TRSE-00 /031 R

DRAFTED BY ARA/CEN:DHCLARE

APPROVED BY ARA/CEN:DLAZAR

ARA/PLC:SQUIGG

DOD/ISA:LMAY

COMMERCE/OEA/SEE:LCOLELLA

PM/SAS:GSWEANY

PM/MC:BFEMMINELLA

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R 031541Z OCT 75

FM SECSTATE WASHDC

TO AMEMBASSY GUATEMALA

C O N F I D E N T I A L STATE 235922

E.O. 11652: GDS

TAGS: PFOR, GT, BH, UK

SUBJECT: BELIZE DISPUTE: AIRPORT RADAR TRANSACTION

1. MR. DAVID R. FOURNEY, A LOCAL REPRESENTATIVE OF TEXAS INSTRUMENTS, MET WITH DEPTOFFS OCTOBER 1 TO EXPRESS CONCERN OVER POSSIBLE LOSS OF SALE TO GOG.

2. ACCORDING TO LETTER DATED SEPTEMBER 17, MIN PUBLIC WORKS ARGUEDAS ADVISED TI THAT THEIR BID TO PROVIDE ASR-8 PRIMARY AIRPORT RADAR HAD BEEN TENTATIVELY ACCEPTED BY GOG OVER FRENCH, ITALIAN AND JAPANESE COMPETITION. HE INVITED TI TO SEND SALESMEN TO WRAP UP LOOSE ENDS. (1.25 MEGAWATT SYSTEM IS BEING INSTALLED BY FAA AT 40 U.S. AIRPORTS AND BY GERMANS AT 10. SOLID STATE, LATEST ART EQUIPMENT, IT HAS RANGE OF UP TO 55 MILES AND COSTS BETWEEN DOLS 1.2 AND DOLS 1.8 MILLION DEPENDING ON ANCILLARY EQUIPMENT. EXPORT REQUIRES COMMERCE LICENSE
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SINCE OUTPUT EXCEEDS 1 MEGAWATT AND DEVICE HAS NOT

BEEN IN SERVICE FOR ONE YEAR.

3. ON SEPTEMBER 24, ARGUEDAS SENT TI TELEGRAM SAYING CIRCUMSTANCES HAD CHANGED AND REQUESTING THEY CALL VIC MIN ZEPEDA URGENTLY. ZEPEDA SAID DEAL WAS OFF. AT FOLLOWING MEETING BETWEEN TI REP VILLAVERDE AND PRESIDENT

LAUGERUD, LAUGERUD REPORTEDLY SAID HE DID NOT WANT TO DEAL WITH USG WHICH HAD STOPPED MILITARY SALES AND WAS HOLDING UP EXPORT LICENSES.

4. TI ASSUMED THAT FRENCH-OWNED THOMPSON CSF HAD GOTTEN TO LAUGERUD AND WAS ASKING USG ADVICE AS TO HOW TO PROCEED.

5. DEPTOFFS EXPLAINED THAT GOG HAD BEEN HAVING SOME PROBLEMS GETTING MUNITIONS CONTROL LICENSES AND THAT GOG MIGHT MISUNDERSTAND DISTINCTIONS. CHECKS WITH DOD, STATE AND COMMERCE UNCOVERED NO MILITARY OR COMMERCIAL OBJECTIONS TO SALE AND WE SO ADVISED FOURNEY. WE SUGGESTED HIS REPRESENTATIVE ATTEMPT TO CLARIFY LICENSING SITUATION WITH LAUGERUD. EMBASSY WOULD BE PREPARED TO CONFIRM THAT USG HAD NO OBJECTION TO SALE. AS TO ALLEGED FRENCH CONNECTION, WE COMMENTED THAT LOCAL AGENT SHOULD INSURE THAT GOG FOLLOW ESTABLISHED PROCUREMENT PRACTICES.

6. ACTION REQUESTED: IF ASKED BY GOG YOU MAY STATE THAT USG SEES NO PROBLEM IN LICENSING EXPORT OF TI ASR-8 EQUIPMENT TO GUATEMALA. KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: SALES, DISPUTES, RADAR EQUIPMENT
Control Number: n/a
Copy: SINGLE
Draft Date: 03 OCT 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GolinoFR
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STATE235922
Document Source: CORE
Document Unique ID: 00
Drafter: DHCLARE
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D750345-0287
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19751087/aaaaczqv.tel
Line Count: 91
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN ARA
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: GolinoFR
Review Comment: n/a
Review Content Flags:
Review Date: 04 SEP 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <04 SEP 2003 by ellisoob>; APPROVED <15 DEC 2003 by GolinoFR>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: BELIZE DISPUTE: AIRPORT RADAR TRANSACTION
TAGS: PFOR, GT, BH, UK, US, TEXAS INSTRUMENTS
To: GUATEMALA
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006